Message Text

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PAGE 01 KUALA 06494 140727Z ACTION EA-12

R 140524Z SEP 77 FM AMEMBASSY KUALA LUMPUR TO SECSTATE WASHDC 9254 INFO AMEMBASSY BANGKOK AMEMBASSY JAKARTA AMEMBASSY MANILA AMEMBASSY SINGAPORE

LIMITED OFFICIAL USE KUALA LUMPUR 6494

E.O.11652: N/A

TAGS: BENC, ASEAN, MY

SUBJECT: PROPOSAL FOR DESIGN/CONSTRUCTION INDUSTRY VISIT

REFS: A) STATE 198443, B) STATE 210689, C) BANGKOK 19546, D) MANILA 13886 E) JAKARTA 11724

1. AFTER CAREFUL CONSIDERATION, EMBASSSY HAS CONCLUDED THAT PROPOSED MISSION IS UNLIKELY TO ACCOMPLISH EITHER OF ITS DESIRABLE GOALS: SALE OF U.S. ENGINEERING/CONSTRCTUION SERVICES AND DEMONSTRATION OF U.S. SUPPORT OF ASEAN. INTRODUCTION OF NEW DESIGN/CONSTRUCTION FIRM TO MARKET IS INTENSIVE, TIME CONSUMING PROCESS THAT DOES NOT LEND ITSELF TO TRADE MISSION APPROACH. WE ALSO SHARE MANILA'S DOUBTS (MANILA 11818) THAT SUCH A MISSION WOULD EFFECTIVELY DEMONSTRATE U.S. INTEREST IN ASEAN BECAUSE IT WOULD BE ESSENTIALLY A SALES MISSION AND BECAUSE IT WOULD BE MEETING WITH OFFICIALS WHO ARE NOT PART OF THE ASEAN DIALOGUE AND WOULD PROBABLY BE UNRESPONSIVE TO AN APPROACH BASED ON THAT THEME. IT WOULD BE PREFERABLE TO FOLLOW UP ON MANILA'S EXCELLENT LIMITED OFFICIAL USE

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SUGGESTION OF A HIGH LEVEL INVESTMENT AND TRADE MISSION. THIS WOULD GENERATE MUCH GREATER INTEREST IN MALAYSIAN AND WOULD LIKELY LEAVE A MORE FAVORABLE AND LASTING IMPRESSION IN ITS WAKE.

MILLER

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NNN

Message Attributes

Automatic Decaptioning: X

Capture Date: 01-Jan-1994 12:00:00 am Channel Indicators: n/a **Current Classification: UNCLASSIFIED**

Concepts: n/a

Control Number: n/a Copy: SINGLE Sent Date: 14-Sep-1977 12:00:00 am Decaption Date: 01-Jan-1960 12:00:00 am

Decaption Note:

Disposition Action: RELEASED Disposition Approved on Date:
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Disposition Comment: 25 YEAR REVIEW

Disposition Date: 22 May 2009 Disposition Event: Disposition History: n/a
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Disposition Remarks:
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Reference: 77 STĂTE 198443, 77 STATE 210689, 77 BANGKOK 19546, 77 MANILA 977

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TAGS: BENC, MY, ASEAN

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